

# Results 2021

Felix Burkhard, CFO

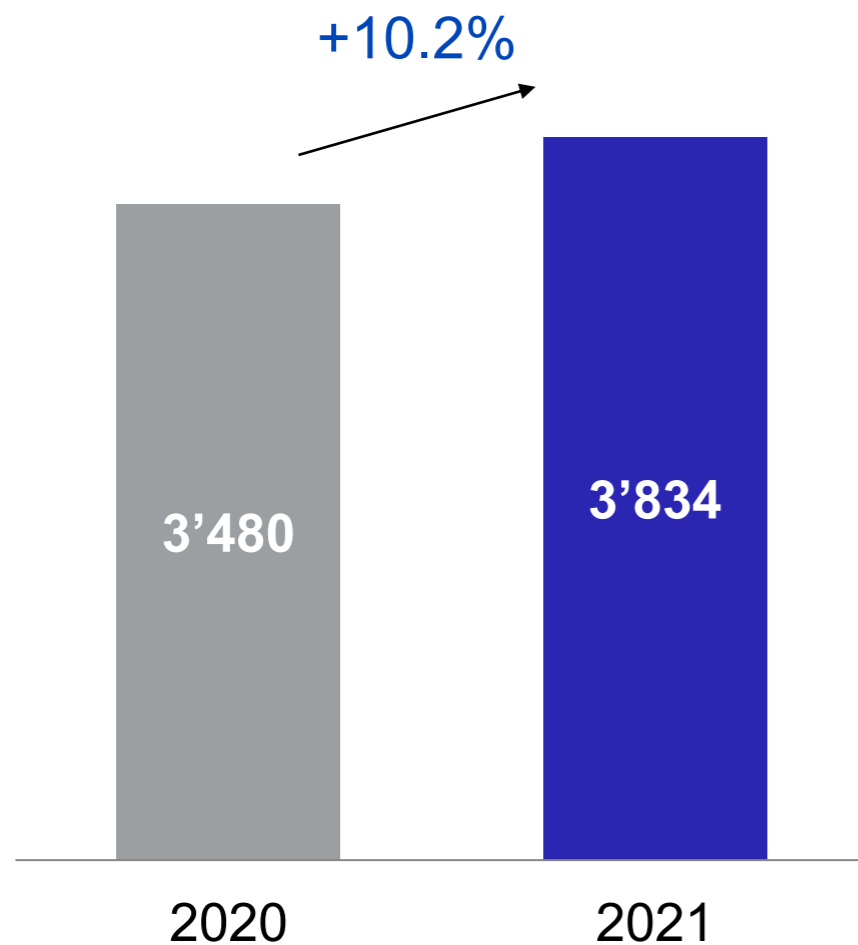
Annual General Meeting, 11 May 2022

Galénica – Health and Wellbeing are at the heart of what we do.

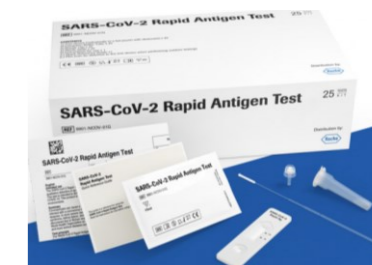


# Extraordinary growth in 2021

**Net sales** (in million CHF)



**COVID-19  
Initiatives  
+3.1%**



**Strong sales  
growth in the area  
of rare diseases**

**MEDI SERVICE**  
Apothekes Farmaciae Pharmacie



**M&A**

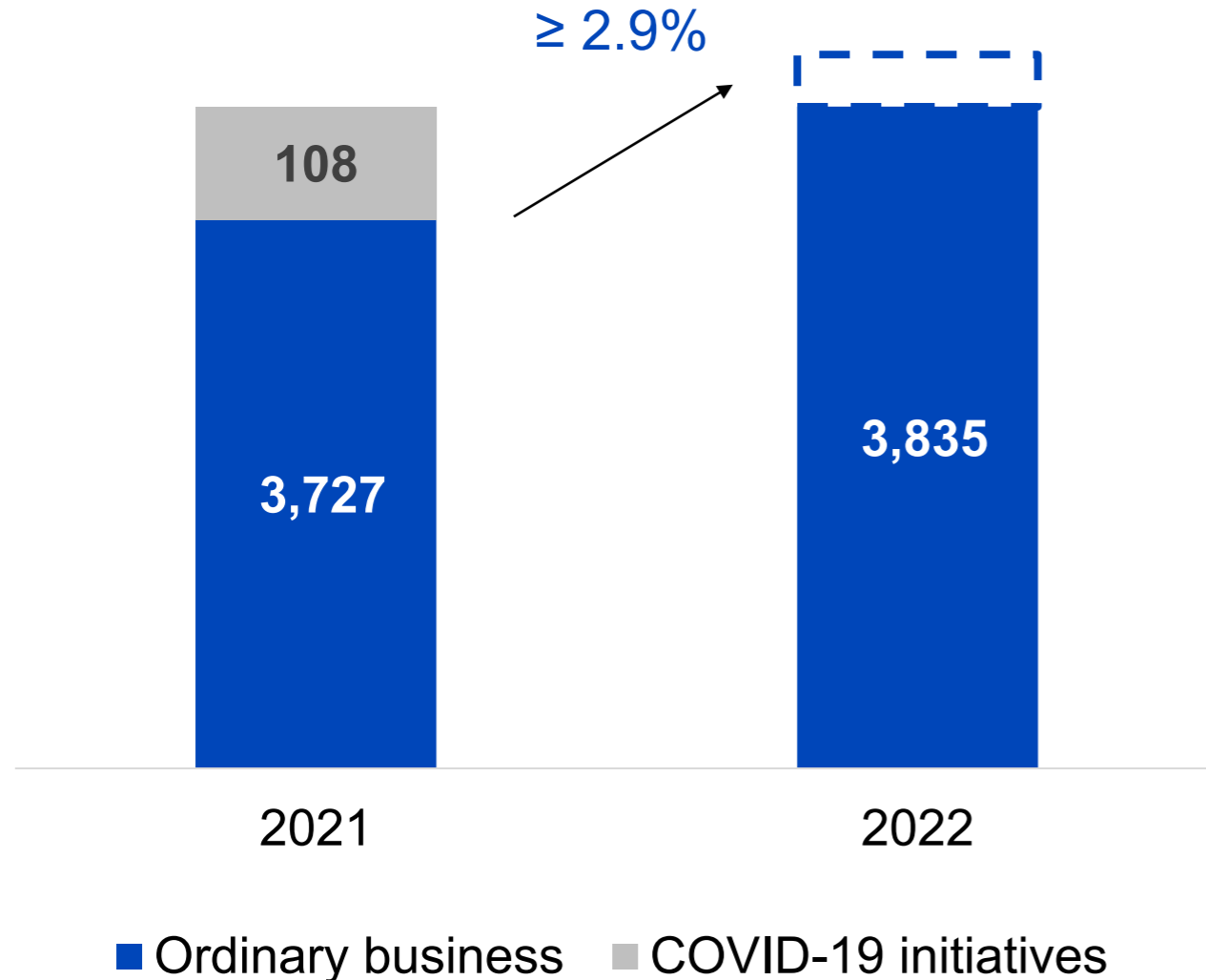


**Market share gains  
in wholesale with  
physicians**



# Net Sales guidance 2022

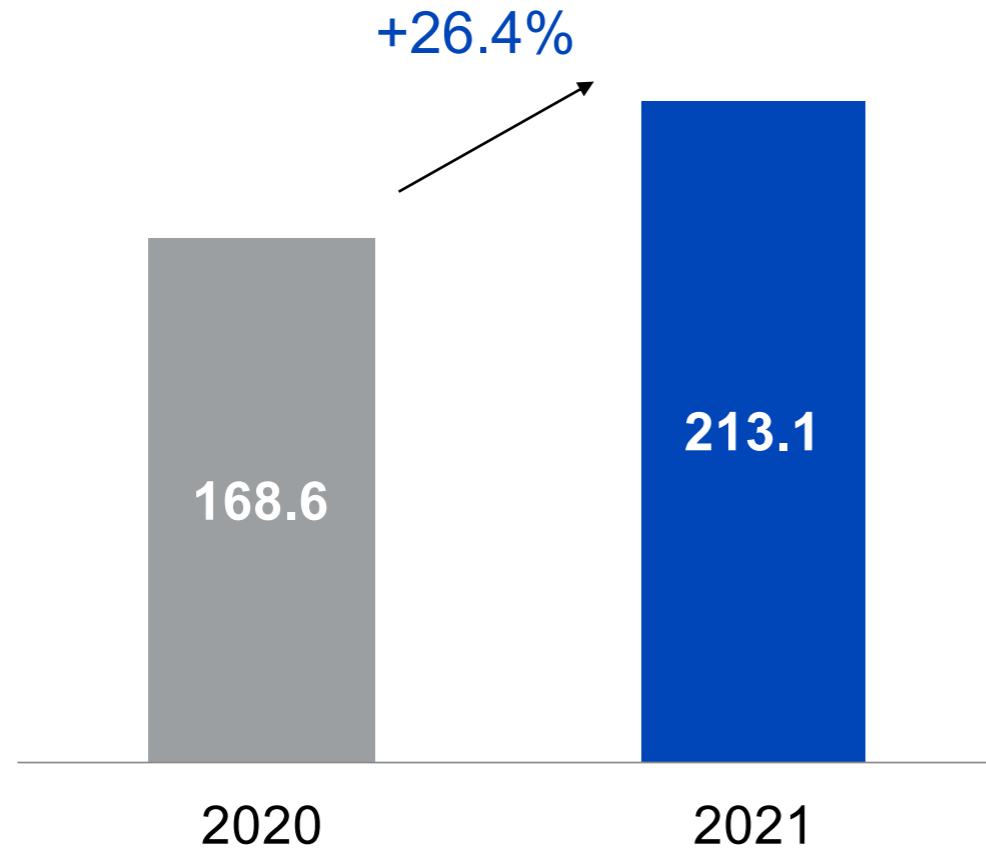
in million CHF



**Galenica Group net sales 2022 at least on prior year level**

# Record result 2021

EBIT adjusted<sup>2)</sup> (in million CHF)



**COVID-19 Initiatives<sup>1)</sup>**  
**CHF 25 million**



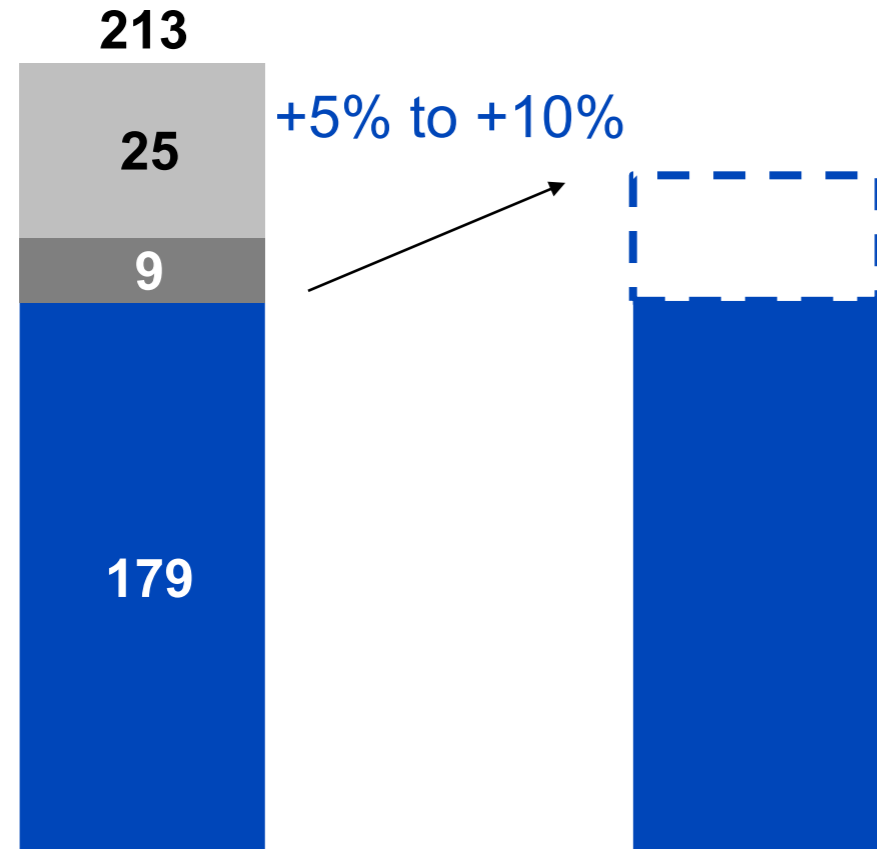
**Property sale of the headquarter**  
**CHF 9.4 million**



1 Impact of COVID-19 initiatives includes net sales of PCR tests, Rapid Antigen tests, self-tests as well as vaccinations, EBIT impact estimated  
2 Excluding effects of IAS 19 and IFRS 16, see chapter "Alternative performance measures" of the Annual report 2021

# Guidance for EBIT 2022

in million CHF



2021

2022

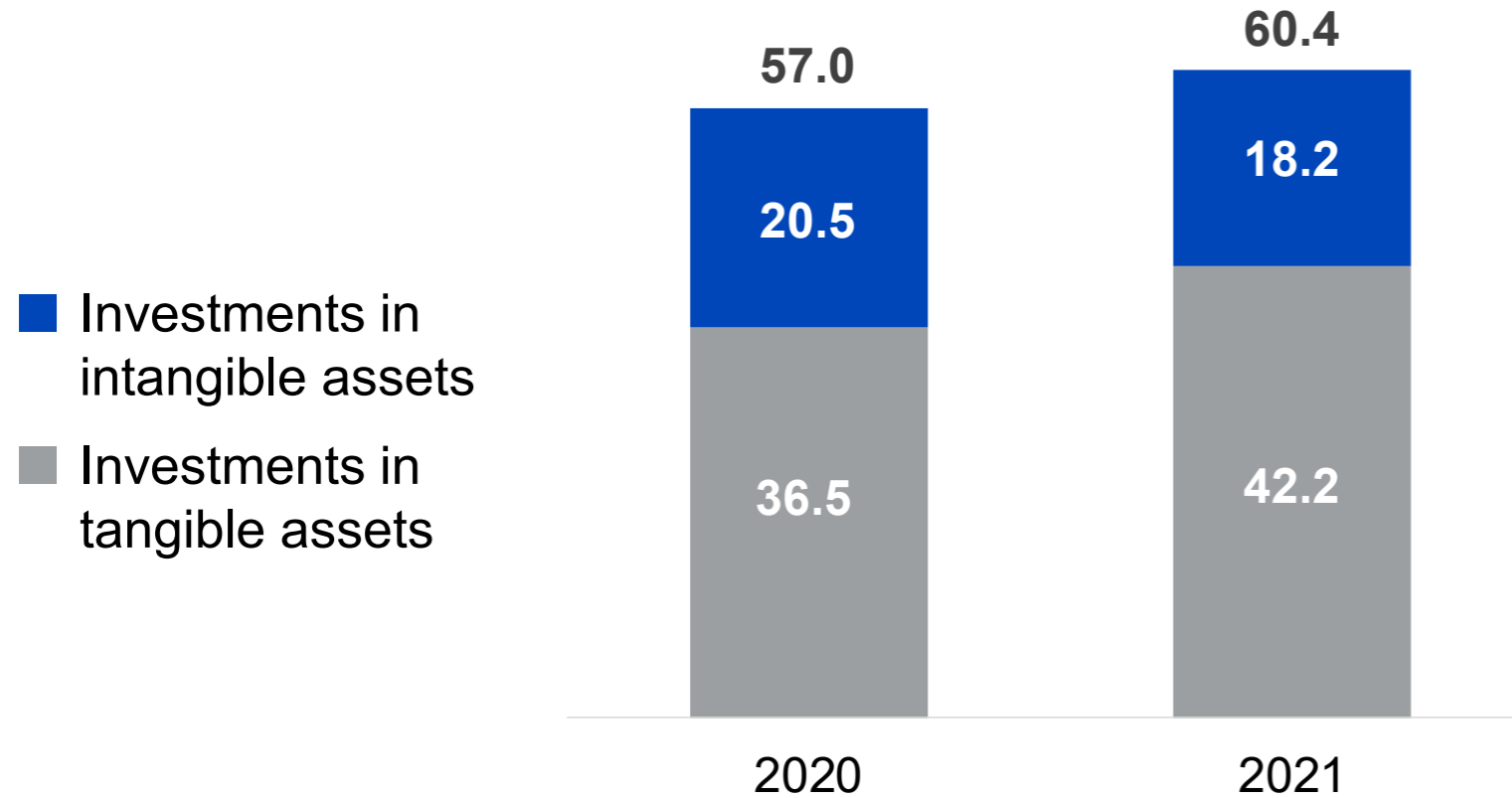
- COVID-19 Initiatives
- Property sale
- Core business

**EBIT adjusted<sup>1)</sup> +5% to +10%,  
excluding the extraordinary results  
from the COVID-19 Initiatives (CHF  
25 million) and the property sale  
(CHF 9.4 million)**

<sup>1</sup> Excluding effects of IAS 19 and IFRS 16, see chapter "Alternative performance measures" of the Annual report 2021

# Investments in the future

in million CHF



## Investments in intangible assets:

- SAP implementation at Alloga/Galexis
- Digital infrastructure at Galenica related to programme Omni-channel

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## Investments in tangible assets:

- Renovation of logistic center in Ecublens
- Renovation of pharmacies

in % from net sales

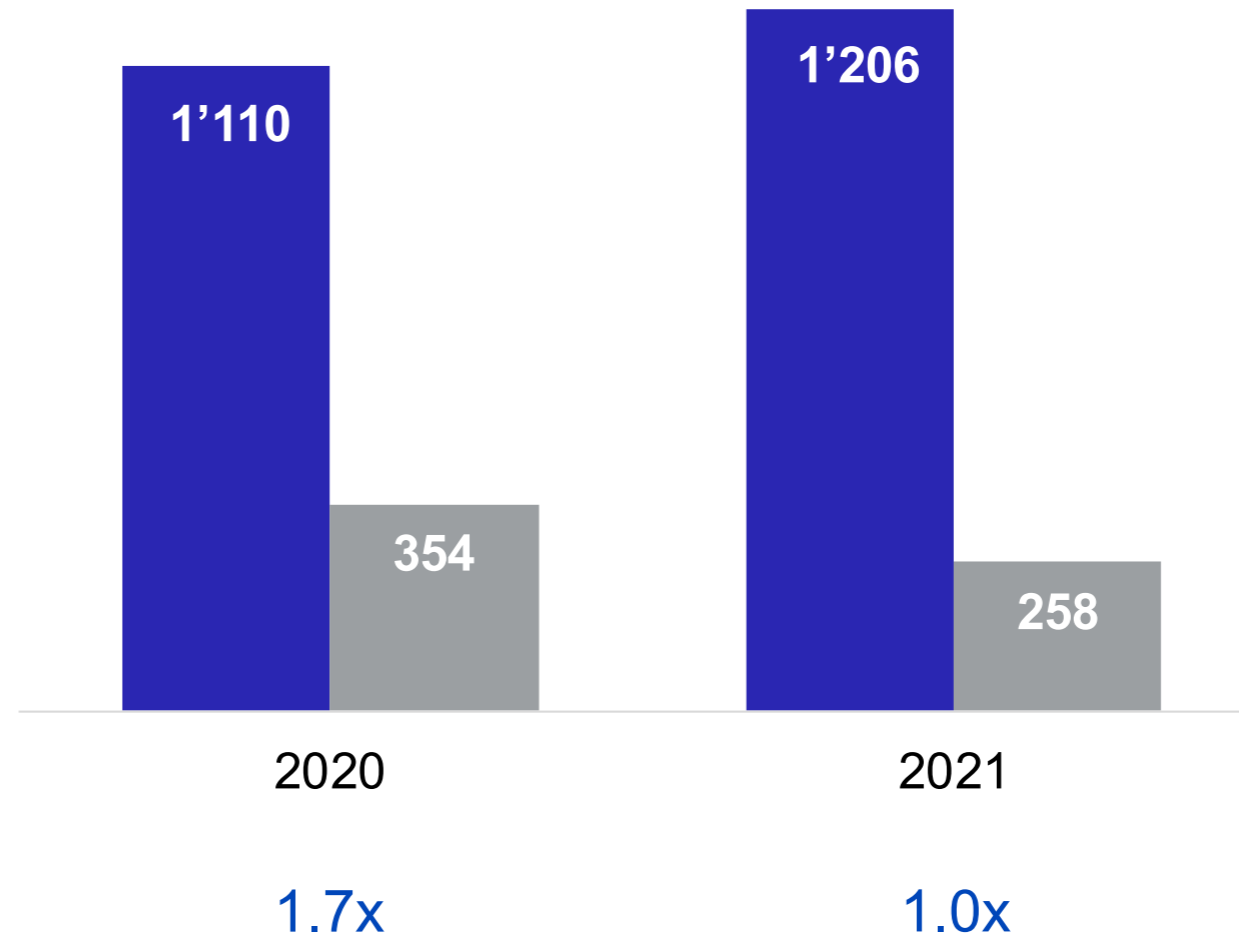
1.6%

1.6%

# Strong balance sheet

in million CHF

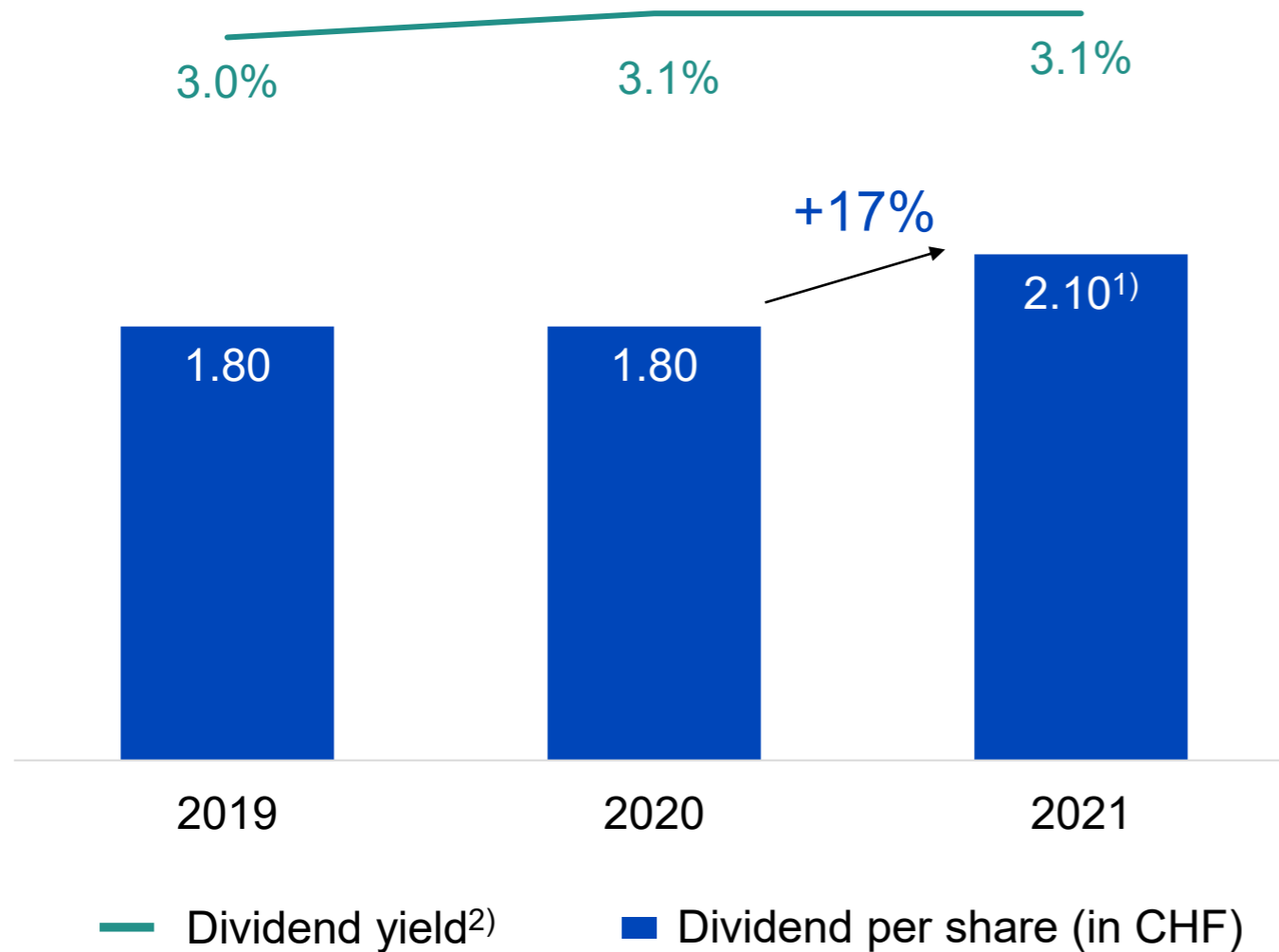
- Equity adjusted<sup>1)</sup>
- Net debt adjusted<sup>1)</sup>



<sup>1</sup> Detail of the adjustments in the Annual Report 2021, see chapter "Alternative performance measures" of the Annual report 2021

<sup>2</sup> Net debt adjusted / EBITDA adjusted (excluding effects of IAS 19 and IFRS 16), see chapter "Alternative performance measures" of the Annual report 2021

# Strong and sustainable dividend increase



**Dividend guidance 2022:  
At least same level as 2021**

1 According to proposal to the Annual General Meeting on 11 May 2022  
2 Dividend per share in relation to share price at reporting date



Staying on track with full speed



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